

Message Text

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PAGE 01 NEW DE 10770 231656Z

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AMCONSUL BOMBAY

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UNCLAS NEW DELHI 10770

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SUBJECT: TECHNICAL SALES SEMINAR, NOVEMBER 1976

REF: USDOC 11688

1. COMMERCIAL COUNSELOR MET WITH VERMA TO REVIEW US PARTICIPATION IN WISITEX 76. VERMA IS AGREEABLE TO HAVING US PARTICIPANTS GIVE KEYNOTE ADDRESSES IN FIVE OF THE SIX TECHNICAL SEMINARS AS WELL AS IN THE PLENARY SESSION. THE PLAN IS TO HAVE TWO FOREIGN AND TWO INDIAN KEYNOTERS GIVE FIFTEEN MINUTE PRESENTATIONS DURING EACH 3 HOUR TECHNICAL SEMINAR. THE BALANCE OF TIME WILL BE DEVOTED TO QUESTIONS AND ANSWERS. THE SIXTH US PARTICIPANT WOULD BE THE ONLY FOREIGN KEYNOTER IN THE PROCESS CONTROL INSTRUMENTATION PLENARY SESSION IN THE MORNING OF NOVEMBER 23. THIS WOULD BE A 20-25 MINUTE PRESENTATION WITH NO DISCUSSION AND WILL COVER SPECTRUM OF PROCESS CONTROL INSTRUMENTATION FOR THE CHEMICAL, PETROCHEMICAL, FERTILIZER, CEMENT, PAPER AND STEEL INDUSTRIES; ENERGY GENERATION AND UTILIZATION AND ENVIRONMENTAL MONITORING AND CONTROL. BRITISH AND SOVIET KEYNOTERS WILL GIVE PRESENTATIONS ON SCIENTIFIC, EDUCATIONAL, TEST AND MEASURING AND ANALYTICAL INSTRUMENTATION AND ON AGRICULTURAL, MEDICAL AND SPECIAL APPLICATION INSTRUMENTATION IN PLENARY SESSION ALSO SCHEDULED FOR THAT MORNING.

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PAGE 02 NEW DE 10770 231656Z

2. THREE TECHNICAL SEMINARS ARE SCHEDULED TO BE HELD CONCURRENTLY ON THE AFTERNOONS OF NOVEMBER 23, 24 AND 25. THE US PLENARY KEYNOTER WILL PARTICIPATE IN THE TECHNICAL SEMINAR ON PROCESS CONTROL INSTRUMENTATION FOR THE CHEMICAL, PETRO-CHEMICAL, FERTILIZERS, PAPER AND STEEL INDUSTRY BUT WOULD NOT GIVE A KEYNOTE ADDRESS.

3. ALL PANELISTS ARE EXPECTED TO PRESENT PAPERS WHICH WILL BE PUBLISHED AND DISTRIBUTED AND PRESUMABLY READ BY THE OTHER PANELISTS AND DELEGATES PRIOR TO THE SEMINAR. THIS MEANS THAT THE PAPERS OF US PANELISTS SHOULD REACH THE EMBASSY BY MID OCTOBER. IF THEY DO NOT REACH US BY THAT TIME WE WILL HAVE DIFFICULTY INCLUDING THEM IN THE GENERAL DISTRIBUTION BY WISITEX.

4. THE PRIME MINISTER WILL INAUGURATE THE SEMINAR AND OPEN THE EXHIBITION ON NOVEMBER 22. VERMA EXPECTS ABOUT 800 DELEGATES. THERE WILL BE ABOUT 40 PANELISTS. OTHER COUNTRIES THAT PROBABLY WILL BE REPRESENTED ON THE PANELS INCLUDE THE U.K., USSR, PLAND, YUGOSLAVIA, JAPAN AND THE NETHERLANDS.

5. LOCAL REPRESENTATIVES OF TAYLOR INSTRUMENTS AND ITT ARE URGING HOME OFFICES TO SEND A PARTICIPANT. THE ITT REPRESENTATIVE IS PUSHING TO HAVE HIS MAN GIVE THE PLENARY KEYNOTE ADDRESS. THE LOCAL TAYLOR GENERAL MANAGER WILL BE AN INDIAN KEYNOTER FOR THE TECHNICAL SEMINAR ON PROCESS CONTROL INSTRUMENTATION. TAYLOR REPRESENTATIVE ASKS THAT COMMERCE CONTACT S W ROE, PRESIDENT, TAYLOR INSTRUMENTS (TELEPHONE 716-235-5000) TO URGE TAYLOR PARTICIPATION. WE LAVE WHETHER TO DO THIS TO YOU.

6. WE WILL ARRANGE COURTESY CALLS ON APPROPRIATE MINISTERS AND ANY OTHER APPOINTMENTS MEMBERS OF DELEGATION DESIRE IN DELHI AREA. WE ALSO WILL BRIEF AND HOLD RECEPTION FOR U.S. DELEGATION. HOTEL RESERVATIONS FOR SIX MEMBERS OF THE US DELEGATION HAVE BEEN MADE AT THE ASHOKA FROM NOVEMBER 21 THRU NOVEMBER 27.

7. PLEASE LET US KNOW WHETHER YOU HAVE PROBLEMS WITH ANY OF THE ABOVE AND LET US HAVE THE NAMES OF U.S. DELEGATES AND TITLES OF THEIR PRESENTATIONS AS SOON AS THEY BECOME AVAILABLE. SAXBE

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